

First Time Fill Rate

DEALERSHIP NAME	TOYOTA OF WA	st time fill rate	RO's Not
DATE	# OF RO'S	RO's Filled 1st Time	Filled Same Day
3/19/2018	10	8	2
3/20/2018	4	3	1
3/21/2018	5	5	0
3/22/2018	9	7	2
3/23/2018	6	6	0
3/26/2018	8	7	1
3/27/2018	5	4	1
3/28/2018	6	5	1
3/29/2018	7	6	1
3/30/2018	5	4	1
4/2/2018	9	8	1
4/3/2018	7	7	0
4/4/2018	4	3	1
4/5/2018	8	6	2
4/6/2018	5	4	1
Totals	98	83	15



Actual 1st Time Fill Rate %
80.00%
75.00%
100.00%
77.78%
100.00%
87.50%
80.00%
83.33%
85.71%
80.00%
88.89%
100.00%
75.00%
75.00%
80.00%
84.69%



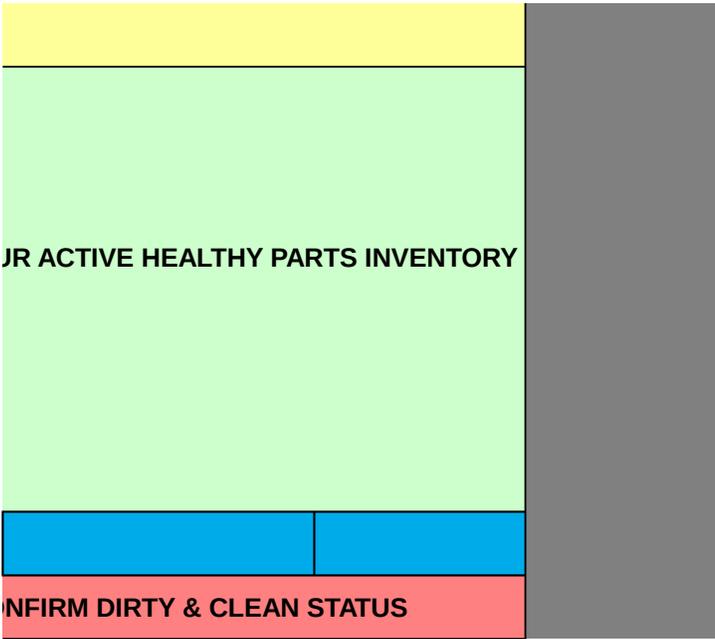
DEALER TRACK STATUS			MONTH OF:			
			%	0	PIECES	VALUE
ACTIVE PARTS: STOCKED			4.98%	523	102	\$4,065.89
ACTIVE PARTS: EXCESS STOCK			46.76%	396	6,135	38,141.91
ACTIVE PARTS: UNDERSTOCKED			2.57%	279	48	2,094.27
ACTIVE PARTS: TO PHASE OUT			0.00%	0	0	0.00
TOTAL ACTIVE PARTS			54.31%	1,198	6,285	\$44,302.07
SUPERCEDED W/ON HAND			2.03%	27	86	1,655.63
INACTIVE W/ON HAND			42.00%	732	2,370	34,260.95
TOTAL INV. TO SELL			98.34%	1,957	9,641	\$80,218.65
CORES ON HAND			2%	1	1	1,350.00
NEG-ON-HAND				0	0	0
TOTAL OF INVENTORY				1,958	9,642	\$81,568.65
PARTS ON OPEN R. O.'S				45	93	1,308.00
VALUE OF TOTAL INVENTORY				2,003	9,735	\$82,876.81
NOT ON FACTORY MASTER				6,682	4,194	17,370.59
PARTS WITH OUT COST				130	35	0

INVENTORY AGING BY LAST SOLD

			VALUE	%	ACUM %	
NEVER SOLD			7,312	9.12%	9.12%	
ONE YEAR AGO PLUS			12,111	15.11%	24.23%	
ELEVEN MONTHS AGO			1,115	1.39%	25.62%	
TEN MONTHS AGO			1,111	1.39%	27.01%	
NINE MONTHS AGO			592	0.74%	27.75%	THESE PARTS
EIGHT MONTHS AGO			2,392	2.98%	30.73%	

SEVEN MONTHS AGO		2,449	3.06%	33.79%	
SIX MONTHS AGO		1,430	1.78%	35.57%	THIS IS YOU
FIVE MONTHS AGO		2,717	3.39%	38.96%	
FOUR MONTHS AGO		2,933	3.66%	42.62%	
THREE MONTHS AGO		4,925	6.14%	48.77%	
TWO MONTHS AGO		7,386	9.22%	57.98%	
ONE MONTH AGO		13,124	16.37%	74.36%	
CURRENT MONTH		20,553	25.64%	100.00%	
TOTAL INVENTORY		80,149	100.00%		
CORES WITH ON HAND		1,350			CO

PROFILES BEST OF CLASS		COLOR
		SCORING
		GOOD
70%		WARNING
LESS THAN 1 %		DANGER
LESS THAN 1 %		GREAT
LESS THAN 30%		Seldom used
		OK...BUT..
LOW DBL NUMBERS		OUCH !!!
LESS THAN 30-35%		
LOW PIECE COUNTS		
LOW DBL NUMBERS		
ONE DAYS AVG SALES		
MINIMAL		
MINIMAL		
INSTRUCTORS NOTES		
THIS IS TECHNICAL OBSO		
THIS IS POTENTIAL OBSO		
S WILL BE IN A "AP" STATUS IF YOUR PHASE OUT IS SET AT 0 IN 6		



Departmental Action Plan

Dealership

Academy Week

Class &

Current Situation

Overall Objective:

Proposed Timeline

Action Plan

Requirements

1.

2.

3.

4.

5.

Projected Date of Completion:

July, 31st 2018

Sponsor Signature:

COMPLET

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

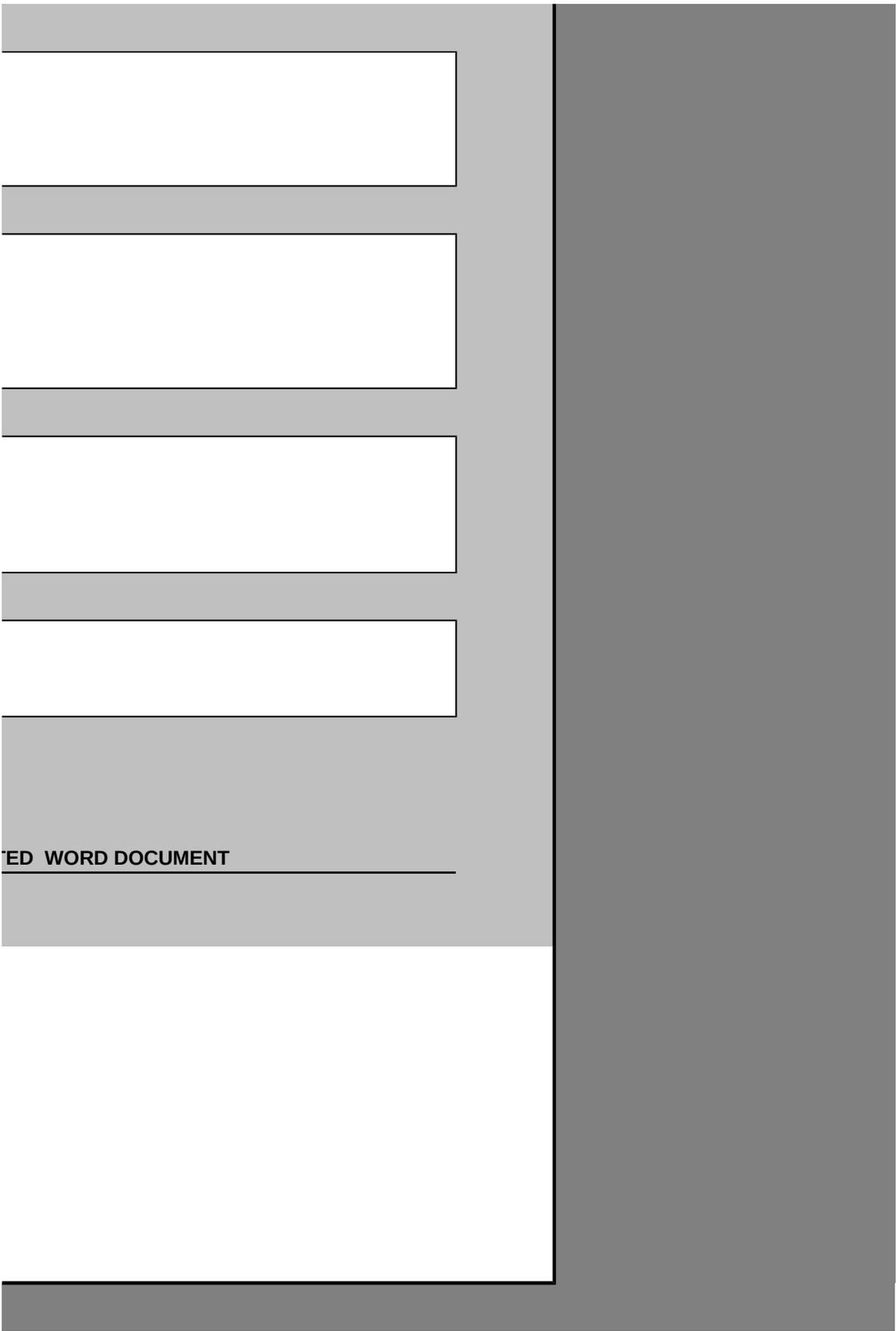
Student Name

Emily Illingworth Kosnik

Student Number

N334-21

**PLEASE BE ADVISED
THIS ASSIGNMENT BY
IT'S SELF IS WORTH 100
POINTS.TAKE YOUR
TIME AND GET IT
CORRECT**



ED WORD DOCUMENT